

Message Text

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ACTION EB-07

INFO OCT-01 NEA-09 ISO-00 USIA-15 /032 W
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P R 060500Z MAY 75
FM AMEMBASSY DAMASCUS
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 3358
AMEMBASSY BEIRUT

UNCLAS DAMASCUS 1637

USDOC FOR JULIAN HAMMOND SAD/OIM/BIC

BEIRUT FOR RTDO

E.O. 11652: N/A

TAGS: BEXP, SY

SUBJ: DAMASCUS INTERNATIONAL FAIR FY 76

1. CONSTRUCTION BIDS RECEIVED AS FOLLOWS ALL IN US DOLLARS:

FOCO - DAMASCUS 55,500, JIDDA 80,000, TEHRAN 75,000;
TOTAL 210,500; GLAHE - DAMASCUS 68,160, JIDDA 96,400,
TEHRAN 95,514; TOTAL 260,074. SINGAPORE/TEHRAN - NO RESPONSE.

2. RECOMMEND THAT FOCO BE AWARDED CONTRACT ON BASIS OF LOWEST
BID AND ASSURANCE OF QUALITY WORK AS EXPRESSED IN LETTER
VITOUS/THOMAS OF FEBRUARY 5, 1975.

3. NO BIDDER SUBMITTED UNIT COST SCHEDULE AND THIS IS
IMPERATIVE RPT IMPERATIVE TO PERMIT COSTING OF MINOR CON-
STRUCTION CHANGES IN ANY OF THREE EVENTS AS LOCAL CONDITIONS
MAY DICTATE. UNIT COST SCHEDULES MUST BE RECEIVED PRIOR TO
SIGNATURE OF CONTRACT BY CONTRACTING OFFICER.

4. FOLLOWING CHAPMAN INSTRUCTIONS MAY 1, DID NOT CONTACT
GLAHE IN PARIS SINCE THEIR CABLE MARCH 25 CONSIDERED TO BE
BID ON USING A-2 SYSTEM NOW STORED IN CAIRO. STRONGLY
RECOMMEND THAT AS MATTER OF EXPEDIENCY FOCO BE ADVISED OF
SUCCESSFUL BID THROUGH YOUR OFFICE AND REQUESTED TO OFFER
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ALTERNATIVE PICE ON BASIS SIMILAR TO GLAHE AND USING

CAIRO SYSTEM. HOWEVER, TIME IS NOW CRITICAL FACTOR.

5. ASSUMING AWARD MADE ON BASIS OF PARA 1, PAYMENT SCHEDULE WOULD BE FOLLOWING: DAMASCUS 30 PER CENT ON SIGNING CONTRACT, 40 PER CENT ON COMPLETION OF CONSTRUCTION, 30 PER CENT AT CONCLUSION OF DISMANTLING; JIDDA - 30 PER CENT ON AUGUST 14, 40 PERCENT ON COMPLETION OF CONSTRUCTION, 30 PER CENT AT CONCLUSION OF DISMANTLING; TEHRAN - 30 PERCENT ON AUGUST 19, 40 PER CENT ON COMPLETION OF CONSTRUCTION, 30 PER CENT AT CONCLUSION OF DISMANTLING.

6. FOCO SHOULD SUBMIT INVOICE FOR US DOLLARS 16,650 OR 30 PERCENT OF DAMASCUS CONTRACT TO AMERICAN EMBASSY DAMASCUS AT TIME THEY SIGN CONTRACT AND SUBMIT UNIT COST SCHEDULE. ONE COMPREHENSIVE CONTRACT WILL BE WRITTEN FOR ALL THREE EVENTS WITH PROVISION FOR PAYMENT THROUGH AMERICAN EMBASSY IN EACH RELEVANT COUNTRY.

7. IF YOU CONCUR THIS RECOMMENDATION, REQUEST YOU CONTACT FOCO TO DETERMINE IF THEIR REPRESENTATIVE WILL SIGN CONTRACT IN DAMASCUS OR BEST ALTERNATIVE METHOD OF EXPEDITE IMMEDIATE CONTRACT IMPLEMENTATION AND FIRST PAYMENT. ALSO REQUIRE NAME OF INDIVIDUAL AND CORPORATE NAME, ADDRESS AND TELEPHONE NUMBER OF THEIR SUBSIDIARY COMPANY IN GENEVA TO PERMIT INITIAL VITAL COMMUNICATIONS INCLUDING CONSTRUCTION AND SHIPPING SCHEDULES.

8. REQUEST YOU TELEPHONE KIRCHSCHLAGER THROUGH AMERICAN EMBASSY DAMASCUS WEDNESDAY, MAY 7, PRIOR TO 11:00 A.M. WASHINGTON LOCAL TIME TO RESOLVE CONSTRUCTION DETAILS AND DISCUSS NEW INFORMATION YOU MAY HAVE ON USIS EXHIBIT. MURPHY

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